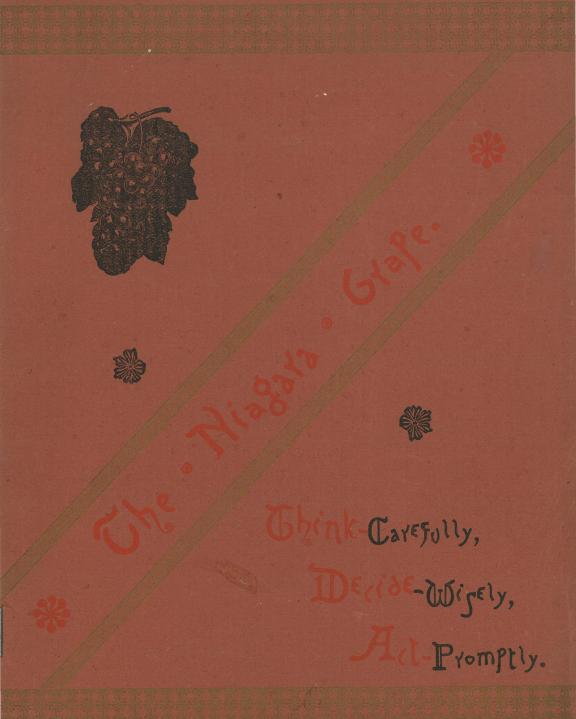
Fall Season, 1887. Spring Season, 1888.



AN UNUSUAL COMBINATION OF VALUABLE QUALITIES FOR MARKET.—J. J. THOMAS.

EXPLANATION.

6A5

To meet false reports concerning the standing and responsibility of this Company, we have decided to publish the names of Officers and Directors, and their business connections. If any further information is desired, please write any bank, business firm or person in the City of Lockport.

The Niagara White Grape Co.

INCORPORATED, UNLIMITED, CAPITAL STOCK \$300,000.

Office, McRae Block, Pine St., Lockport, N. Y.

OFFICERS AND DIRECTORS:

A. S. BEVERLY, PRESIDENT AND DIRECTOR.

President of the Pennield Block Co., Capital \$108,000; Trustees of the Lockport Hydraulic Co., which supplies power to nearly all the machinery in the city; one of the three owners of The Franklin Mills Co.; Trustee of The Lockport Paper Co.; Trustee and member of the Finance Committee of the Savings Bank; Vice-President of The Glenwood Cemetery Association and owner of one of the large city hardware stores.

J. CARL JACKSON, VICE-PRESIDENT AND DIRECTOR.

Trustee of The Penfield Block Co.; Trustee of The Lockport Hydraulic Co.; one of the three owners of The Franklin Mills Co.; Trustee of The Lockport Paper Co.; Trustee of the Savings Bank; one of the two owners of The Jackson Lumber Co. (the largest lumber company in this part of the State).

E. ASHLEY SMITH, SECRETARY, TREASURER, AND DIRECTOR.

Trustee and member of the Finance Committee of the Savings Bank; Trustee of The Lockport Street R. R. Co; a prominent Stockholder of the Niagara National Bank; a large stockholder in The Holly Manufacturing Co.

GEO. W. BOWEN, DIRECTOR.

A lawyer of high standing; an extensive fruit-grower and vineyardist.

JAMES JACKSON, JR., DIRECTOR.

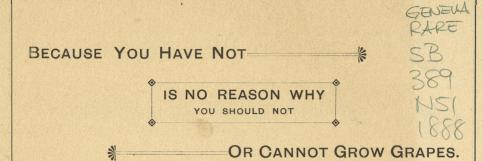
President of Savings Bank; Director of the Niagara National Bank; Vice-President of The Holly Manufacturing Co.; Director of The Biglow Manufacturing Co., of Medina, N. Y., and one of two owners of The Jackson Lumber Co.

CHAS. W. COOK, DIRECTOR.

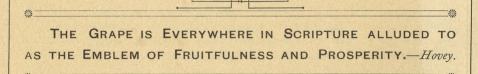
Head of the firm of Cook, James & Co., Shirt Mfrs., who employ between one and two hundred hands, and Trustee of Lockport Paper Co.

B. W. CLARK, DIRECTOR.

Farmer, fruit-grower, nurseryman and vineyardist, and with C. L. Hoag, of Lockport, the originator of the Niagara–White Grape.



- "He who plants a grape vine, acts the part of a benefactor to his children and his children's children."
- "Abuse a grape vine, yet it will produce fruit. Treat it kindly, care for it thoughtfully, and it will overwhelm you with gratitude. The intelligent man knows that in this case, labor and cultivation is an investment which pays a thousand per cent. interest."—Orchard and Garden.



"The grape growers vocation properly, promptly and intelligently attended to, is one of the pleasantest, most healthful, respectable and enjoyable in the whole range of human industries connected with the tilling of the soil, and therefore one in which it is entirely justifiable to take an honest pride."—Vineyardist.

YOU WILL FIND MANY INTERESTING AND VALUABLE FACTS CONCERNING THE GRAPE INDUSTRY IN THE FOLLOWING PAGES. CONSIDER THEM; Take NO ONES SAY SO, BUT INVESTIGATE FOR YOURSELF.

FACTS IN A NUT SHELL.

Each of the Following Items Should Have Your Careful Consideration.

No water protection is necessary to grow Niagaras successfully.

Our bearing vineyards away from water, on good farm land, are paying double the profit of the average Niagara vineyards on the lakes.

It is becoming more and more apparent that Central and Western New York is as good, if not the best, grape growing region east of the Rocky Mountains.

You cannot successfully compete with the West, and foreign lands in raising grain, neither can they with you in raising fruit.

"There are but very few spots in this country where fruits can be grown successfully for profit. A section in Central and Western N. Y. and a little on Hudson river is all there is in the state."

P. Barry, of Ellwanger & Barry, at Western N. Y. Hort. Society. Farm crops are paying but little. Why not lessen them and plant a portion of your fields to grapes. You can do it, with our assistance, as well as a vineyardist.

Can you afford to raise grain on land which will raise grapes, when the profits from a five-acre vineyard will exceed that from a 200 acre farm?

There is no mystery about grape culture, only plain work. Under our direction you are more certain to succeed than with corn or wheat.

If you plant a vineyard of Niagara grapes, and give it care, it will pay you one to four times its cost each year.

Our practical instructors go from vineyard to vineyard as often as is necessary to teach you thoroughly the business, making no previous experience necessary. Intelligent culture improves everything, the grape included.

Our supervision gives you the benefit of years of experience.

No fruit or grain is so certain to bear good crops every year as our strong-growing hardy grapes.

Those who plant the Niagara now must reap a fortune, proportionate in size to the acres they can plant and care for.

As compared with Delaware and Concord, the difference in the proceeds from a single crop will pay the whole expense of a Niagara vineyard.

No grape equal in quality can be grown so cheaply. Quality being equal, that which can be produced at smallest cost must in time supercede the others—THEY CANNOT COMPETE. (See page 12.)

The Niagara has stood 35° below zero in Canada, without injury.

It is not necessary to crowd the Niagara on the market during the rush and low prices. They Keep.

We ate the last of our Niagaras in May, after being shipped from Lockport in winter, and kept in an ordinary cellar.

The baskets pay for themselves, and many times much more, as they sell with the grapes by weight. At 5 cents per pound the profits on the baskets would pay the entire expense of harvesting and packing the crop.

It is quite probable that your strong-growing varieties at home, without care, in the grass or weeds, are each yielding from 50 to 200 pounds, of fruit.

Mildew, rot and insects, the scourges of the South, seldom trouble our hardy varieties here, while our fruit is of better quality, and keeps much better.

If you plant a vineyard, it is for profit, for a business, and he who plants enough to make a business of it is most successful. If there is more pleasure and profit in cultivating 25 or 50 acres of grapes, why do the same amount of work for so much less pay, in cultivating common crops?

The Niagara is not an experiment. No tree or vine was ever put to such thorough, extensive, and trying tests before being sold, and none has proved itself more fully equal to all emergencies.

We call attention with pleasure to the words of our much respected and experienced pomologist, J. J. Thomas, fruit editor of the *Country Gentleman*, one of the best authorities on fruits in this country; in the issue of October 7, 1880, he says:

"An unusual combination. The leaves are thick, distinctly lobed, and hang long on the vine. The bunch often measures six inches long; they are compact, uniform and handsome; berries three-fourths of an inch in diameter; light, greenish yellow, ripening about as early as Hartford. They are much superior in quality to the Concord. The vigor, productiveness and healthiness of the vine, the size and beauty of the fruit, and the facility with which it may be shipped, present an unusual combination of valuable qualities for market."

A TEST VOTE,

The following question was voted upon by formal ballot at the annual meeting of the Western New York Horticultural Society, the largest and most representative gathering of fruit growers and nurserymen in this country, (except the American Association) with the request that no one should vote only those having practical experience with grapes. "What are the best six grapes for vineyard culture?—two black, two white, and two red."

RESULT.—Niagara 16, Concord 14, Worden 14, Delaware 13, Brighton 8, Catawba 8, Dutchess 7, Empire State 3.

The result was a surprise to us as the meeting was largely composed of nurserymen and vineyardists whose interests naturally would be opposed to the Niagara. This shows the strong and growing feeling in its favor, as the vote was confined to those two classes.

The adverse criticisms upon the Niagara in the meetings of this society have gradually lessened as the years have passed, until, during the present meeting, not one word was spoken against it by a fruit grower or nurseryman, while many comments were made in its favor.

* THE DESIRABLE QUALITIES *

OF A FIRST-CLASS MARKET GRAPE ARE COMBINED IN



A quantity of testimonials can be furnished to sustain the following claims:

first.—It possesses great vitality, and is an unusually strong and vigorous grower.

Second.—It has a strong, large, healthy foliage, indicating great lung power and constitutional vigor, with capacity to grow, sustain and mature a large crop of fruit. The foliage remains long upon the vine, or until killed by frost.

Third.—It is a heavy and regular bearer.

fourth.—Its freedom from mildew at all times in this climate, is one of its strong points.

fifth.—Its early ripening, with the protection of its great foliage, ensures its maturity over a large extent of territory in this country and in Canada.

Sigth.—The fruit is large, and uniform, compact, and handsome clusters, of superior quality, and a good keeper.

Seventh.—It is sufficiently hardy to pass the severest winters in this country and Canada without injury, when old enough to get well rooted.

The roots of any young vine are tender and should have protection at first. It has passed the winter unharmed in different localities where the Concord was killed.

Eighth.—It makes a superior wine without the addition of sugar or acid, which, from our standpoint, is very much to be regretted.

Minth.—It is an excellent shipper.

Niagara Grapes were shipped to London, England, (via Liverpool), starting from Lockport December 18, 1885, and arrived in excellent condition. London dealers said: "There is a large opening for such fruit in London, at high prices."

Tenth.—It Ripens very evenly, so that a whole crop can be gathered at one time. This saves the expensive sorting.

Eleventh.—Last but not least is its extraordinary power of hanging to the vine without injury after ripening, while its heavy foliage protects it from frost until hard freezing. This saves the hurry and allows the whole fall to harvest, which can be done with little help.



WE work for and guard the interests of our vineyardists. Their interests and ours are the same. Upon their success depends our pay.

We make such terms and render such assistance that a man of moderate means, with suitable soil and location, can plant and cultivate a field, or fields, of Niagara Grapes successfully and reap the large returns.

IF YOUR SOIL OR LOCATION IS NOT SUITABLE, WE WILL SAY SO FRANKLY, and advise you not to plant. We prefer deciding against a good field, rather than to risk a poor one. A poor vineyard would be a damage to us.

Our instruction is such that you can grow grapes in large fields as successfully and cheaply as you do many of your crops. In comparison the returns are immense.

The aid, instruction and assistance which we give without extra compensation, in enabling you to properly care for your vineyard, is worth, if followed, many times the cost of the vines. There is a great difference between the returns from a vineyard properly and one improperly managed.

We require but a small cash payment. The most of our pay must come from one-half the net proceeds of the fruit, without interest. We ask no other claim against you or any other property belonging to you.

We carefully investigate the soil, location and the customer.

We do not desire an order for vines, which does not come with the assurance, that, with our assistance and instruction the planter will succeed in producing a thoroughly successful and satisfactory vineyard, and making a business both pleasant and profitable.

SEARCHING INQUIRIES.



Parties in Ontario, Wayne County, N. Y., who were investigating with a view of planting, made careful and extensive inquiries (in several different states and in Canada) concerning THE NIAGARA GRAPE, without the knowledge or suggestion of this company, from parties whose names and addresses were not furnished by us, upon the theory that we would refer them to those only who would give favorable results. The letters were filled with inquiries especially designed to draw out facts detrimental to either the Company or the grape.

The following speaks for itself.

ONTARIO, N. Y., January 25, 1886.

The following is a summary from 23 answers to letters written to 19 vineyardists and 4 wholesale fruit dealers by ourselves, to ascertain facts concerning the Niagara Grape. The average price in 1885, from all the letters, was 14 4-7 cents per pound. The average yield was 5 1-4 tons per

As to the honorable dealings and reliability of the Niagara White Grape

Company every one spoke in the highest terms.

We asked of the three following wholesale men, "What in your opinion, is a fair estimate as to prices for the next ten years for Niagara Grapes?'

Fancy clusters, 15 to 20 cents per lb.; good stock, 7 to 15 cents; fair, mostly for wine purposes, 3 to 5 cents.

P. N. GREFE, Wholesale Fruits, New York.

"Large bunches sound Niagaras, in good style, will sell higher than any other grape known to us for fancy trade and for re-shipping."

PANCOAST AND GRIFFITHS, Commission and Produce, Phila., Pa.

"From 8 to 10 cents." C. W. Idell, Wholesale Fruits, New York.

Of the fourth, same question was asked, substituting six for ten years. Answer—"Average 10 cents." Snow & Co., Fruit and Produce, Boston, Mass.

The following are sample quotations form the different letters:

"It will do well wherever other varieties will grow and ripen."

"There is no question but that the Niagara will succeed where Concords will, in a small way, in gardens, etc."

"I doubt not that it will succeed perfectly where Concords will."

The following are miscellaneous quotations from the different letters:

"Will always sell for four or five times as much as Concords."

"Should Niagaras ever become plenty, it will be a very cold time for Concords and some other leading varieties.'

"All clusters on a vine are ripe at the same time; same is true of berries on a cluster."

"No danger of ever overstocking the market."

"When plenty, it must drive the Delaware and Concord out of the

"Will keep well through the winter and out-sell the Malaga."

"No person would choose a Malaga in preference to a Niagara, provided he had any palate." "I am satisfied that they will carry to England." I cut my last on November 14, after we had two heavy freezes." "Niagara will ripen with our early grapes, and hang on the vines without injury until November, notwithstanding hard frosts." "I do not know of a weak spot in the Niagara." "If the time should ever come when the Niagara will sell for 5 cents per pound, the price of other grapes will be so low that they will not be worth picking." "They are all the Company claim for them. I am sorry I did not plant more of them, although I paid the \$1.50 per vine."

There is no statement or inference in any letter received which would con-

tradict or detract from any of the above statements or quotations.

HENRY E. VAN DEVEER, FREEMAN PINTLER.

Sworn to before Russell Johnson, Justice of the Peace.

ANOTHER SEARCHING INQUIRY .==

The Rural New Yorker sent 50 representative fruit growers and authorities on grapes, the following inquiry:

"What two grape vines, each of black, red and white, for home use, would you select? What two of each for market?"

Replies appear in The Rural New Yorker of March 28, 1885, and we publish the result as compiled from them, as showing the comparative value of White Grapes in the judgment of disinterested persons best qualified to form an opinion. Of the answers received 25 select the Niagara for market, 15 for home use, making 42 selections of Niagara as against 4 for market and 11 for home use, or 15 selections, the highest number for any other one variety. Several of those selecting other varieties said they had not had experience or observation with Niagara, and we have reason to believe such was the case with all who did not include Niagara in their selection.

No person connected with The Niagara White Grape Company as a stockholder,

officer or employee, or in any manner, either suggested sending out any such inquiry, knew of its being sent out, or anything whatever in relation to it until after the paper

was printed.

NOTE .- THIS IS NOT WHAT WE SAY, BUT THE OPINION OF EXPERIENCED VINEYARDISTS OF 17 STATES.

The following is from the proceedings of the Western Mich. Horticultural Society, within the limits of which there are quite a few Niagara vineyards in bearing.

"The members of the Niagara Grape Co. are gentlemen and are always more liberal than the terms of their contract. It is a magnificent grower and I believe it to be hardy."—Joseph Lannin.
"The Niagara can be shipped to California and back again and still be in good con-

dition, while the Concord is a poor shipper."—W. T. Merritt.
"I think the quality of the Niagara better than Concord and it was so considered at the meetings of the American Association. I not only consider it better than Concord, but superior to the best California Grapes.—Walter Phillips, President.

STRONG BACKING, HIGH AUTHORITY, FROM FRANCE.

Aug. 24, 1886.—Two gentlemen, Henry Boland, editor of the Paris Internationale Review, of Paris, France, and M. Morrie, of the firm of Forrie, Morrie & Co., of Boadoeux, one of the largest vineyardists and producers of fine wines in France, and among their most noted vineyard and wine experts, who had been in this country for several weeks studying the grape and wine industry on this and the Pacific Slope, visited by their own seeking, the Niagara vineyards at Lockport. There has been no communica-**eeking, the Niagara vineyards at Lockport. There has been no communication between the parties and this company, either before or since their visit. Nov. 3 an article appeared in the Democrat and Chronicle as given by them to a reporter, from which the following are extracts. We have some copies of the paper which will be sent on application. "Surely these gentlemen were connoisseurs fully competent to praise or blame any grape in the world. Their praises of the Niagara were unanimous and unequivocal. They declared it to be the finest grape that had ever come under their observation. They found its growth and foliage to be healthy and luxuriant. Its flavor was pronounced exquisite and a sample of wine from it was tested. Although made by an amateur, the connoisseurs pronounced it magnificent. In fact much surprise was expressed by these gentlemen, who of course were prejudiced in favor of the grapes grown in the cultivated vineyards of sunny France, that New York State could produce a fruit of such fine quality, flavor and excellent qualities. They said that a great industry lay dormant in Western New York, capable of being worked up in a way that would render that section famous throughout the world. In fact the Niagara grape seemed to them to possess every advantage and none of the disadvantages of the other varieties."

an extract from

A very interesting Editorial in The Pineyardist, Aug. 1, '87.

J. H. BUTLER, EDITOR, PENN YAN, N. Y.

GRAPE GROWING TWENTY YEARS HENCE.

"Knowing what we do of the remarkable history of grape culture in this section of our State, the wonderful progress and development that have attended it, and its present advanced and very promising condition, it is quite natural, occasionally, when in an imaginative mood, and at the same time thoughtful frame of mind, to look forward, and inquire what grape growing, in this part of the world, will probably be twenty years hence?

We take it for granted, judging of the future by the past, that we shall know a great deal more about the vine, and its best, most scientific, and profitable cultivation, than now; and unless some unforseen and destructive calamity visits this hitherto highly favored region, we may expect to then see nearly every available acre of good grape land, on the shores of Keuka, Seneca and Canandaigua devoted to grapes and other fruits, at least seveneights of it to the former, and more than nine-tenths of the whole vineyard area, in full bearing. An estimate of the possible number of acres, on the borders of each of these three lakes, and the amount of their grape tonage, might, perhaps, after a little thought and careful figuring, be approximately given, with as much certainty as the population of the United States can be computed in advance, but, on this branch of the "inquiry" we forbear.

We cannot, however, help asking, what, at the end of the next two decades—which will find us well started in the twentieth century of the Christian era-will be the leading and favorite varieties among the grape producers? Will the old and reliable "Concord," the faithful "Delaware," and the (as yet) incomparable "Catawba," still maintain their enviable position at the front? Or, before that day arrives, will they have been supplanted as the leading standards, by the "Niagara," "Empire State," or some of the many other new vines and names that are struggling for the van? We are almost led to half involuntarily exclaim, "we hope not," at least not to their exclusion. These old friends have stood by us, through evil report and good, for many years, and grown better, in proportion as we have used them well, instead of worse; and we hope they will be found with us, in good position and general favor, twenty years from now-no matter if the "new comers" are found highly meritorious and accorded advanced places in general estimation. Let them occupy the new vineyards, and leave our long-time friends in possession of the old; and if to a considerable extent (which is not probable) the white, or "pale faced," grapes crowd the colored varieties out of the city markets, the latter will be in demand at the wine cellars (as they are now) for the manufacture of pure and good wines."



This new purely native White Grape is a cross between Concord and Cassady. Hardy and as strong a grower as Concord; earlier and better in quality. Bunches large and uniform; very compact. Enormously productive, a four-year-old vine producing 140 clusters, weighing from 8 to 16 ounces each. Possessing qualities as a market grape. Excelling any known variety and decidedly the most valuable for the vineyardist, and is being extensively planted. Selling at 10 to 25 cents per pound, when best California grapes brought 10 to 15 cents. The most desirable white grape ever produced. THE GRAPE FOR THE MILLION. Every vine sold at retail, has the seal of Niagara White Grape Co. attached. This is a fac-simile of a cluster sent for lithographing, weighing 19 oz.

TESTIMONIALS.

The bearing, vigorous growth and high market price of the Niagara are so generally conceded, and considering the amount of strong evidence already in this circular, we have decided not to add to its size by the publication of many individual testimonials. See pages 6, 7 and 9, all of which show a large amount of testimony on these points. The general testimony regarding vines in Spring of 1887 was, "splendid vines, fine condition," and later, "growing beautifully."

- G. C. Snow, of Penn Yan, N. Y., who shipped 2,000 baskets of Niagaras last Fall, writes, July 14, 1887: "Commenced shipping September 12th; last shipment November 20th. No extra pains taken to keep them. Average price, after deducting expenses, 9 cents per 1b. The 5,000 Niagaras planted last Spring are making a fine, healthy growth." Mr. Snow also grafted last Spring a vineyard of Catawbas, 7 or 8 years old, to Niagaras, which shows better than words his appreciation of it.
- A. F. Devereaux, of Clyde, N. Y., writes, July 18th: "We took no more care than in picking and serting apples or pears. We gathered in 20-lib baskets right from the vines. Often we filled a basket without moving the basket or taking a step. Nearly every cluster was A No. 1. We picked only as ordered. Less than 400 vines turned me over 7,200 lbs—many vines 40 and some nearly 50 lbs each.
- C. E. Fisher, of Queenstown, Ontario, reports from 183 vines, planted in 1883, \$293.94—\$1.60 per vine—484 vines would be \$774.40 per acre. Vineyard making splendid growth.
 - F. S. Monfort, Portland, N. Y., reports net returns \$455.68 from 400. vines.
 - A Clark Merritt, South Haven, Mich., reports net returns \$950.07 from 600 vines.
- H. H. Hayes, Talmadge, Mich., reports from 400 vines, planted in 1882, \$800.08, or \$2.00 per vine, \$968,16 per acre 484 vines. Has a larger and finer load of fruit present year.

Palmer Worden, Fayetteville, N. Y., writes September 16th, 1886, "Drought almost unprecedented; ground dry to depth of 4 feet; yet my Niagaras have made a fine growth and are loaded with fruit."

Mr. E. Ashley Smith, of Lockport, N. Y., has a Niagara vine planted June 11th, 1884, (2 rears old) which has had no petting or forcing, and in 1886 had on it 93 fine clusters, 23 having been taken off, and the weight of the product was 43½ pounds, which at 10 cents per pound was \$4.35 per vine, or \$1,882.25 per acre.

Office of Samuel J. Wells, Grower of Choice Fruits and Plums,

Dear Sir:—It is certainly a pleasure at any time to commend so worthy a subject as the Niagara Grape. The Niagara has found a ready sale, my crop selling at 12¼ to 20 cents a pound. Bears shipment remarkably well. Ripens very evenly. When one cluster on a vine is ripe, all are ripe. The same is true of the berries on a cluster. My vineyard is about the center of Onondaga County; nearer the eastern boundary with no water near.

Yours truly, SAMUEL J. WELLS.

- R. R. Smith, of Winona, Ont., who has a vineyard of 800 Niagara vines, reports sales in 1885 from vines planted in 1882, \$1.60 net per vine, or \$774.40 per acre, and reports in 1886 nearly \$500 from his vineyard.
- A. M. Mekeel, of North Hector, N. Y., reports picking the first ripe Niagara Grapes, Sept. 2d, 1886.

Jonas Martin's vineyard at Brocton, N. Y., when three years old averaged net proceeds per vine \$3.22

J. H. Purdy, of Bluff Point, N. Y., from 600 vines planted in 1882, and 1,200 in 1883, only 1,683 are in bearing, sold his crop of 1886 for \$1336.00.

John Purdy, of Penn Yan, N. Y., from 1,000 vines planted in 1882 received as net proceeds \$869.80.

Mr. George D. Prest, Queenstown, Ont., makes returns from 70 vines in 1886, under date of January 7th, 1887, \$147.71.

George Woodruff, of St. Davids, Ont., from 100 bearing vines, planted in 1882, received for his crop of 1886, \$226.02,

Perley W. Johnson, Grand Rapids, Mich., from 200 vines planted in 1884, realized in 1886, \$179.35.

We have the best stock in vines we ever had, and are in condition to fill all orders promptly.

THOSE WHO PLANT.





After a Trip Among the Vineyards, with the Fruit Upon the Vines.

Almost every party who planted a Niagara vineyard during the spring of 1885 or 1886 in the section where we are concentrating our vines went among the bearing Niagara vineyards owned by disinterested parties, and without exception each one with the utmost willingness subscribed to the following statement:

We, the undersigned, after careful investigation, take pleasure in stating than in the size and beauty of cluster, heavy bearing, and great growth of vine and foliage of the Niagara white grape, we are agreeably surprised to find it better than we anticipated. We think the representations of the Niagara White Grape Company are in no way exaggerations. After visiting several vineyards of different ages, cultivated by different parties, and upon various soils, from a light sand to a heavy clay, we feel that we are prepared to fully endorse the statements of the company.

E. G. Austin, Fairville, N. Y.; C. P. Whitney, George Caton, O. P. Lewis, V. B. Wheat, D. S. Anderson, Orleans, Ontario Co., N. Y.; P. S. Rogers, E. J. Pardee, H. S. Roberts, Phelps, Ontario Co., N. Y.; Peter Pane, Walworth, N. Y.; Benj. Woodhull, Langdon Wall, Webster, N. Y.; N. E. Shaw, Knowlesville, N. Y.; L. R. Rogers, Albion, N. Y.; J. S. Pratt, J. B. Turner, Wm. Hooker, H. E. Van Deveer, John H. Albright, Freeman Pintler, O. E. Whitney, O. M. Howe, J. F. Riker, Eugene Sanders, J. D. Pratt, C. N. Niles, E. L. Riker, Ontario, Wayne Co., N. Y.; C. J. Andruss, O. T. Bush, Miles T. Green, Canandaigua, N. Y.; W. R. Boyd, Wallington, N. Y.; Adelbert Ridley, William Ridley, Arcadia, N. Y.; E. S. Sterling, Eli Webster, E. H. Barrett, W. H. Buzey, H. H. Howland, C. B. Gray, Albion, N. Y.; Wm. Trow; Richard Shaw, Knowlesville, N. Y.; A. Van Saum, John Altone, T. Johnson, of Orleans Co.; A. C. Tinney, Burk, N. Y.; Dorastus Pettit, Fair Haven, Cayuga Co., N. Y.; Richard Van Dusen, Arcadia, Wayne Co., N. Y.; and W. W. Shipley, Williamson, Wayne Co., N. Y.; Thomas Dunn, Webster, N. Y.; L. J. Tripp, Seneca Falls, N. Y.; Wm. R. Boyd, Wallington, N Y.; M. Meriam, Jordon, N. Y.; Geo. J. Brainard Brockport, N. Y.; Henry Allen, Geo. B. Nellis, Isaac Allen, Chauncy Allen of Clarkson, N. Y.; Isaac Turner, Fair Haven, N. Y.; John A. Dibble, Albion, N. Y.; L. S. Pierce, Wm. Almy, Dundee, N. Y.; Frank Stevens, Knowlesville, N. Y.; Garrett DeNise, C. P. Winslow, Fairport, N. Y.

The names in italics have planted vineyards either before or since said investigation. Those not in italics are friends and others who accompanied them but who have not as yet planted a vineyard. The above parties are among the very best business farmers in their respective sections. A few inquries of banks, post-offices or business men where they live will convince you of this.

"The value of the grape, and the ease with which it is propagated, are two points not yet well understood by American farmers. No fruit is more refreshing and none more healthful."—Green.

"Varieties with tough, coarse pulps are not fancied by anyone, yet may be eaten if none better can be secured."—Crawford.

"One vineyard, of seven acres, which was bought for \$4,500, yielded a profit of \$22,000 in seven years."—Green. (Central N. Y. notes.)

Unfermented Wine (Grape Syrup) and Grape Juice.

THE PURE JUICE OF THE GRAPE.

"When in New York, I saw a firm in Fulton street making a fortune in a very simple manner, selling pure grape juice.

You can purchase your grapes, and you can order them to be put into the wine-press, and as the crushing goes on you place your glass at the tap, and drink immediately the fresh-crushed juice. There can be no adulteration for it is done before your eyes; or you can buy the recently expressed juice for five cents a glass. This is a most delicious, healthy and cooling drink. The people flock by hundreds there, and the sick likewise, to obtain what they denominate as "blood food." Others take it away fresh in bottles to their invalids at home.

Leaving out, however, all mention of it as a remedy for the sick, and looking at it only in the broad sense, it is a most refreshing, cooling beverage, with slight laxative properties most admirably adapted to our

hot climate.

At Denver, in the United States, at the exhibition there, I saw they had a large press pouring it out by the gallon, and the man in charge was serving it out as fast as the juice escaped This press was nearly all glass, so that you could see the grapes as fast as emptied in being crushed, and the pure juice pouring out."—San Francisco Merchant.

UNFERMENTED WINE.

Mash the grapes; boil or not, as convenient—by boiling a little more color is extracted from the skins—then press. When it is desired to bottle it, sweeten the juice to taste with best white sugar, fill the bottles, set them upon a wooden foundation in a boiler, surround them with water to the necks, bring to a boil, and boil for ten minutes. Then from one of the bottles fill the rest, to make up loss by evaporation, and cork them while hot.—Vinyardist.

THE "GRAPE CURE."

"Grape Cure" as practiced in France and Germany in the autumn, is regarded as a cure for many diseases. The patient is given a pound of grapes to eat the first day. This amount is added to until the person can eat five or six pounds a day. The other food is gradually lessened, and the diet at last consists entirely of grapes. Fruit is necessary in a rational diet, and of immense value in dietetic medicine.—Boston Budget.

For sick people, for children, for aged people, for all sorts and conditions, it is a delicious, nourishing drink, acceptable indeed to the strictest sect of temperance people. California sees the point and is furnishing this natural juice of the Grape by the barrel and tierce. Then instead of intemperance and degredation there will come higher health and purer morals.—San Francisco Merchant.

"If you don't know that grape juice boiled down to a clear syrup is the most relishing thing in sickness or in health, for consumptives, and to keep people from getting consumption, to be eaten as food, or diluted for drink, that would banish wine sooner than the temperance societies, you have something to learn. This article, once known, would prevent all danger of an over-crop of grapes; for it would be made and kept by the barrel, and exported for use in all climates."

I think that wine made in this way and brought into notice would soon become the most popular beverage used, taking the place at dinner that coffee does at the breakfast table. Parents would not think when offering it to their children, that they might create a desire for strong drink as this is not stimulating but invigorating, regulating the system and producing a pure, rich blood.—Pacific Rural Press.

As to the marketing of unfermented wine, everything is in its favor; instead of having to hold it for three years before it is marketable, it can be offered immediately, and so save a great outlay of money.

—Pacific Rural Press.

Temperance people should do all in their power to introduce the natural unfermented wine, especially for use by invalids, for sacramental purposes, for a harvest drink, etc., instead of ice water, and even as a drink in public houses.—Popular Gardening.

In the opinion of the best judges, fresh juice during the Grape Season, and the delicious syrup for the balance of the year, is destined to dispose of more grapes in the near future than are sold in our markets for eating.

PRICES.—"Pancost & Griffiths, general commission merchants of Philadelphia, send us quotations under date of July 23d, as follows:

Niagara, from South Carolina, - - - - - - - 10–12 cents.

Ives, '' ' - - - - - - - 6–8 ''

While this is a high price for the Ives, which is one of the very poorest table grapes grown, it is very low, we think, for the unrivalled (?) Niagara."—Vineyardist, Aug. 1 '87.

"There have been a few North Carolina grapes in the city. Dalawares are selling at from 10 to 12 cents a pound and Niagaras at 18 to 20 cents."—New York Tribune, July 31, 1887.

The following quotations are from *The American Grocer*, and have remained almost constant during the entire season.

IMPORTED WHITE WINE VINEGAR.

A. GODILLOT,	, Estragon, per case, 12 qts.	-		-	-	\$3	00
"	Ring, per case, 12 qts.		-	-		2	75
"	Extra Sauterne, casks of 20 gallons, per gallon	- 1		-	-		80
"	Extra White Wine, casks of 30 gal., per gallon		-	-			45

A vineyard in good bearing would produce from six to ten hundred gallons per acre, which at one shilling per gallon, would be from \$75.00 to \$125.00 per acre. This beats farming. 25 cents per gallon would double these figures.

The average price of Niagaras sold to a New York house, by F. H. Purdy, of Bluff Point, N. Y., from November 13 to 23d, 1886, was 14 16–100 cents per pound; of Catawbas, shipped at same time to same party, was 5 49–100 cents per pound. We take these figures from the account sales rendered to Mr. Purdy by the New York house.

FALSE QUOTATIONS.

We regret the necessity for stating that so many fruit dealers are inclined to do injustice to the Niagara and the public, by offering and selling the poor white grapes found in the market, as Niagaras, as the name helps the sale of the poor article. This makes a poor showing in market quotations and works to the injury of both producer and consumer. We regret still more that one of the leading houses who have sold a considerable quantity of Niagaras, should substitute the poorer grapes and sell for Niagara even at much lower prices, all of which he has acknowledged, when found selling as stated. His only excuse being, that the people wanted Niagaras and it made an easy sale for the poor trash; the people not yet being familiar enough with the Niagara to detect the difference. Many dealers who do not have, and cannot get, Niagaras, do the same thing. We withhold the name of party referred to, in hopes that it may be discontinued. Parties interested, making a tour in New York City, found many dealers selling their Martha and other poor varieties on the reputation of the Niagara. The Niagara being quoted from these sales.

"Some parts of the country are so favorable to this industry that success comes almost without an effort, but people are slow to learn that it may be carried on successfully almost anywhere."—*Crawford*.

Jonas Martin, Brocton, N. Y., writes again December 24, 1884:

"A section of a vine (Niagara) ten feet long was exhibited at our county fair, with thirty-seven clusters, which weighed thirty-one and one-fourth pounds."

(Mr. Martin had seventy-five acres of common grapes in bearing before planting the Niagara. He now has one hundred and fifty acres of grapes, including forty-seven acres of Niagaras).

THE CONCORD. (THE PARENT OF NIAGARA.)

The most profitable of all the old vineyard grapes; originated 39 years ago; as compared with the old varieties, can be grown more easily, a surer and a heavier bearer, succeeds over a larger extent of territory, and does not need water protection.

A very responsible and reliable committee appointed by the Western N. Y. Hort. Society, to gather statistics from Chautauqua County, reported the average yield of Concord grapes, where there are several thousand acres, to be 10,000 pounds to acre. The largest yield, 20,000 pounds.

"I had 4,800 10 pound baskets on 1,440 hills, set 8 feet each way, a little less than $2\frac{1}{2}$ acres. The grapes were Concord and grew on a light sand."—Extract letter in *Vine*-

yardist, dated Feb. 10, 1887. 19,200 pounds to acre.

"If this grape were hardier and could be kept and handled until early winter, its value would be much greater, of course."—Editor of *American Agriculturist* in proceedings of meeting in Boston, in honor of E. W. Bull, of Concord, the originator.

Notwithstanding this serious defect, there are hundreds of thousands of acres of it, and other equally perishable varieties, east of the Rocky Mountains, and it deserves the title it carries, "The Grape for the Million."

With the Niagara we have a grape of better quality, choicer and more even clusters, better shipper, greater bearer and has the quality so much to be desired for the Concord, "IT KEEPS."

"My opinion is that the Niagara, at two cents per pound, would pay better than Concord at three. Certainly no man with a clear head and sound judgment would plant Concord, Rogers, or any other of the old or new varieties that have come under my observation, with the expectation of successful competition with the Niagara."-G. E. Ryckman, proprietor of Brockton Wine Cellars, since 1859.

It costs no more to produce from 4 to 6 lbs. of Niagara than 1 of Delaware, 2 of Catawba, and 3 lbs. no more than 2 of Concord. These are the leading vine-yard grapes. The bulk of grapes in our markets are of these kinds. Which will pay best? Two thousands acres Niagara, versus, hundreds of thousands of those. A large percentage of profit on Niagara, when those are at cost. It costs nothing to produce those extra pounds of fruit.

The care of two or three acres of Niagaras costs no more than one of

Delaware, and each acre produces from two to three times the fruit.

\$1,000 can be paid per acre for *common grapes* and yet yield a large per centage of profit. You can estimate the value of a Niagara vineyard. Your cash outlay for vines is less than \$34 per acre. Your land you cultivate now, why not as well in grapes; it is as easy—we teach you how.

Do you realize that in the Niagara we have the greatest advance in fruit for many years, and that it is destined to revolutionize the grape business in this country. A fruit of choice quality, a keeper, more beautiful, and can be produced at a small part of the expense per pound. PLANT NOW AND GET THE

HIGH PRICES.

You ask what will be done with the fruit? Remember the fruit from the large acreage of common grapes is used. They continue to plant largely of them, yet the demand keeps ahead. Out of the hundreds of thousands of acres, what effect will our two thousand acres have upon the market? We have been 19 years accumulating these. This means something. If you will give it careful consideration, you will realize it.

When prices go below cost with any product, it will not be produced. Cost always governs bottom prices for any continued period. The prices for grapes will for many years, be based upon cost of the common sorts, which must supply the bulk of the fruit. The Niagara will have the advantage of prices based upon a cost from two to four times greater than its own. This ensures profits as compared with others, in proportion, as our cost is less.

FARMERS in the choice grape sections who do not plant, will in years to come, realize the golden opportunity lost. It costs no more to produce and market at 10 cents per pound than one, yet one cent per pound gives a fair profit on Niagaras.

Shall we allow the cry of over production to debar us from planting a vineyard which must yield us many rich harvests before its possibility?

The production of grapes has been increasing rapidly for many years, yet the demand continues to keep ahead, and to-day a train load is as easily sold as a few hundred pounds 30 years ago. The American people are learning fast to eat fruit.

Under our direction you are more certain to succeed with grapes than with corn or wheat. If you plant a vineyard of Niagara grapes and give it care, it will repay you two or more times its cost each year.

We as a people are only commencing to eat grapes freely. In the whole United States are less than 2,000,000 acres of grapes. We have no vineyard countries around us. In France there are over 14,000,000 acres, (*Green's Fruit Grower*) and large parts of the surrounding countries are immense vineyards.

Notwithstanding this large acreage, there was planted in France last season 182,000 acres of American vines, in addition to all the French vines planted. The vineyards there must be valuable to stimulate such large planting. At the same time the whole increase in this country was reported to be only from 12,000 to 15,000 acres.

The entire planting of the Niagara, in vineyards, young and old, since its origin in 1868, is 2,238 acres. Compare this with the 182,000 acres planted in France a year ago. It is only by comparisons that you can judge of the small acreage of the Niagara and the comparatively small area which it is possible to have for a long time to come.

Although in France a large amount is used for wine, yet a large proportion is raised for eating. In Europe the wine grapes are not eating grapes and those used for eating are not good for wine.

We are rapidly developing in this country a market for the *unfermented juice*, without the intoxicating quality, which bids fair to rival that in France for wine. (See page 10). The people in this country as a rule have better pay, are more inclined to buy, and do buy what they want much more freely than they do in Europe.

The time will come when they will be used as freely as apples or potatoes. They can be grown per bushel cheaper than either.

One man in the West sold last year 1,250,000 vines. There are between six and seven thousand nurserymen and propogators in the United States. No one thinks of this. It frightens no one because it has been going on for years, hence attracts no attention; but because this Company have brought out a grape of unusual promise, which has attracted considerable attention, and as a rule are planting it in vineyards, the cry is "they are filling the country full of them."

Look at the absurdity of such talk This one man sold 1,250,000 vines in one year, more than all the Niagaras in existence, in vineyards. These have been 19 years accumulating. Starting with a grape seed, it takes many years to fill the markets of a country and world like ours.

There are five times as many grapes on little Keuka, at Penn Yan, as there are of Niagaras in the world.

These statements should satisfy the most skeptical.

REARLY a quarter of all the Niagaras in vineyard are within a few miles of Geneva, N. Y.

Half a bushel of grapes is a moderate yield for a Niagara vine old enough to be in fair bearing. Half a bushel is 25 pounds, at 5 cents per pound is \$1.25 per vine. There are 484 vines on an acre.

See what Crawford, one of the best authorities says in the following: What Has Been Done.—"I have seen the unskilled farmer raise a ton of grapes off a single vine that grew without care of any kind, save that when its shoots hung in the way they were cut off with a scythe. I have seen six tons of Catawba growing on an acre of light, blowing sand, and as good a crop on stiff clay. I have eaten the fruit of a vine that produced seven bushels the fourth year. I knew a man who sold fifty dollars worth of Delawares from a vine, in a single season."

"There is an invention for condensing the must in grapes, by which it can be kept for years without deterioration in value, fully equal to fresh grapes for wine. A company has been formed, with \$4,000,000 capital, to place factories in different parts, capacity from 80 to 100 tons each per day. This promises to double the value of grapes in this country. A London company, with about same capital, has been formed, who say they can use and have contracted to take the entire product for a series of years.."—San Francisco Bulletin.

Thirty years ago all the grapes sold in Philadelphia in a season was about 500 pounds. One of its reliable fruit dealers, at the West. N. Y. Hort. Society, stated that he had sold in season of 1886, 664,871 pounds of grapes, almost ½3 of a million pounds. Nearly 1,300 times the entire amount 20 years ago. What an increase. He also stated that he considered the over production of grapes an impossibility, at least for many years, providing they could be sold at a profit, at present low prices, as the demand was increasing with wonderful rapidity. As yet, grapes are used by only a very small part of the people.

But few know how easily and cheaply this healthful and delicious fruit can be produced.

It cost last year about \$800 per car to send California grapes to Chicago. This must be largely increased by the inter-state commerce law.

We have a better fruit, about the same color and a finer cluster, and can be put in the market in direct competition with it, after the rush of common varieties are gone, with a handsome profit at the actual cost of transportation of the California Fruit.

Do not loose sight of the fact that if your soil and location are good you can grow them under our supervision as well as you can your common crops. If soil and location are not good, you cannot get the vines at any price.

Again remember, that our vines are all good, but that the early contracts get the best, there is no difference in price. The very best selected two-year-olds do not cost a penny more on a vineyard than the next grade, or the yearlings. Our yearling vines are all dug in fall, stored in our cellars built especially for the purpose, cut back both roots and top, grown a second season and stored again as before. Such vines are much better than yearlings. Where vines are left standing in the ground two years, the yearling is much better than the two-year-old. Our vines have never been exposed to frost and have never been dry when received by the planter, consequently the fine roots are all alive and ready to grow.

You can raise them as cheaply as corn in the ear. We will see that you know how, and do it right.

WILL IT PAY?

The original vineyard planted in spring of 1868, has produced about 70,000 pounds of fruit to the acre, not including the crops of 1887. 5 cents per pound is \$3,500. It is now LOADED with fruit. You should see it and other vineyards before the fruit is off.

Which will pay best; 1 or 50 acres? You can handle 50 if your land and location are good, if you can care for same amount of common crops.

One hundred years hence the vineyards in this country will be among its most valuable possessions, yielding large incomes to the owners. The vineyards we are planting will then be in their prime.

In view of all these facts is it reasonable to fear or talk over-production when the first 20 pounds of grapes to the vine, and each succeeding 20 pounds (a moderate average yearly crop, 484 vines on an acre), at 5 cents per pound will pay the entire expense of your vines, which includes our direction, assistance in marketing, filling your vineyard when vines die, etc., and leave you a margin above it of \$280.40, or a yearly return, after your vines are paid for, of \$484. If you had 25 such acres, \$12,100, or \$24,200 from 50 acres. Supposing it possible that over-production should overtake you after a few such crops. What of it?

In the most unfavorable light it is possible to look at it, over-production is so far in the future as to make it of but little concern to any of us. Get your money during the high prices.

Every family should have fresh fruit daily. It is estimated that it would require 50,000,000 acres to meet such a demand.

The Niagara White Grape Co.

Gentlemen: I purchased of Mr. Frank H. Loomis a two-year-old Niagara vine in the spring of 1885. It made a very strong growth from the start and has every year since, HAVING GROWN CANES THIS YEAR OVER 12 FEET LONG. This vine now contains 246 handsome, compact clusters of fruit, being the wonder of all who have seen it. The foliage is large and free from disease thus far. I truly believe the Niagara has come to stay.

EZRA PRATT,

This beats the world.

815 Bond St., Meriden, Conn.

The general reports from all quarters in spring of 1887 was "splendid vines," "in fine condition," and later "growing beautifully."

A one-year-old vine set in '78 produced twenty-five clusters in '79; forty-seven in '80; a large crop in '81, and over 40 pounds of fruit in '82, making an aggregate of over ninety-five pounds of fruit. Such a crop on a vine one year from planting would usually ruin it, yet it has continued to bear heavy crops each year and shows no signs of weakening.

Mr. E. Ashley Smith, of Lockport, N. Y., has a Niagara vine planted June 11, '84, (2 years old), which has had no petting or forcing, and had on it in '86, 93 fine clusters, 23 having been taken off, and is again loaded with fruit.

CONSIDER THIS CAREFULLY.

With plenty of wood from which to select *the best* for propagation and with our peculiar interest in results, we have not spared expense to produce vines of the choicest quality. The Niagara has been in the hands of this company from its origin; we have never dealt in any other vine. This ensures the greatest purity.

The amount of wood outside of this company is small, taken only from our retail vines, it is necessarily small wood from young vines, and almost the entire amount forced under glass, at high temperature.

The following from the horticultural editor of the New York Tribune, speaks for itself:

EXCESSIVE PROPAGATION.

"During the prevalence of the so-called "grape mania" a few years since, the demand for young vines was so great that to supply their orders many nurserymen resorted to the habit of forcing the stock-plants under glass at a high temperature. This produced long, weak spindling shoots which formed roots readily when made into cuttings with a single eye at the top. Young plants grown from these, with their vitality greatly impaired, were scattered over the country by thousands, and frequently at enormous prices. To this fact may be attributed the unhealthy character of many of the older varieties of grapes. In their necessarily weakened condition they fell an easy prey to all manner of fungi, and soon grape-culture was denounced as a failure. With the decreased demand for vines, and the subsequent good supply of healthy vineyard-grown wood for propagation, rarely do we now hear of the wholesale destruction so prevalent in former times." Plenty of such testimony can be produced.

When the vines of any variety are scarce, the wood is generally used in this way, as several times the number of vines can be produced in same time from a given amount of wood. Our vines are all propagated from well ripened wood grown out of doors. We do no forcing.

ANOTHER RISK.

When wood is scarce and high the market is sure to be flooded with vines not true to name, either by deception in selling the wood to propagators or from substitution by the propagators themselves. To illustrate how such vines might get upon the market, we give the experience of one of our planters some time since. An intimation was given him previous to planting that he might lose some vines. It resulted in his planting other varieties, of which he intended to set a quantity, around the outside of his vineyard, setting the Niagaras in the center. A quantity of his vines were stolen soon after setting, only one Niagara going with the lot.

"Vines that have something to cling to, or which are tied, frequently in position as they progress, will make three times the growth of those that have nothing to cling to, and which sprawl about, or lie upon the soil."—Green.

With the Niagara we always have an abundance of growth. By letting our vines grow down we check the growth, by which means the quality of vine and fruit and quantity of fruit are all increased, at the same time saving the expensive tying.

* WHEN YOU PLANT A VINEYARD *

IT IS FOR A LIFE TIME.

The future value of it depends largely upon its thrift and the vigor of its young vines. A few cents saved would be a costly saving, as the difference in returns each year might easily pay more than the whole cost of the best vines. We cannot make a large reduction in prices and continue our contract plan, which has proved itself invaluable to the inexperienced planter and a great aid to the experienced vineyardist.

With its many advantages, all of which are expensive to us, the planter gets in addition to vines of unusual quality for the original planting, vines to fill vacancies and we teach him the business thoroughly, including the gathering, packing and marketing of the fruit. This means success to the planter and would many times increase his returns from a single crop, enough to more than equal the entire cost of the vines.

We have prepared a package with a gift crate, which commission men pronounce the best ever introduced for fancy fruit. We have corresponded with a large number of commission houses in the leading markets, and have their pledge to do their level best in the interest of planters, with all consignments.

TERMS FOR VINEYARDS .- Fall of 1887 and Spring of '88.

Vines for 1 acre, 50 cents each; 2 to 6 acres, 45 cents; 6 to 11 acres, 40 cents; 11 to 25 acres, 35 cents; 25 acres and over, 30 cents; 7 cents each in advance. The balance can only be collected from one-half the net proceeds of the fruit, we have no other claim against you. The Company controls the wood which grows in 1888.

No vines can be placed upon the market, from the free wood of vineyards, previous to yearling vines in the spring of 1891 and 2 year vines in spring of 1892, except the hothouse production.

Our vines will be thoroughly graded, the two year and yearling vines each in two grades. We place the best grade on the first contracts as long as they last, the next grade the same, and so on through the other grades. There is no difference in price, and no vines will be used in either of the grades that are not thoroughly good, but the best grades are exceptionally choice.



TAKE NOTICE.—This Registered Trade-Mark will be found on one side of the seal (which is a trifle larger than a dime); the other side will be stamped with age of vine.

RETAIL PRICES .- FALL OF 1887 AND SPRING OF 1888.

One-year-old vines, \$1.00 each, \$10.00 per dozen; Two-year-old vines, \$1.25 each, \$12.00 per dozen; Three-year-old vines, \$1.50 each, \$15.00 per dozen; half dozen at dozen rates.

Vines sent by mail upon receipt of cash with order, by Express, C. O. D., if order is \$5.00 or over and cash to the amount of one-fourth of the order accompanies same; 25c. to be added to all checks of less than \$25.00 to cover exchange.

Address all correspondence concerning vineyard sales to

H. P. VAN DUSEN, M. D., Newark, Wayne Co., New York, GENERAL VINEYARD AGENT FOR THE UNITED STATES.

All other correspondence should be addressed to

THE NIAGARA WHITE GRAPE CO., LOCKPORT, N.Y.

We teach you the entire business No experience is necessary. It requires but little money. We trust to the vines for nearly all our pay.